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January 22, 2013

**VIA E-FILING**

Jocelyn Boyd, Esquire  
Chief Clerk and Administrator  
South Carolina Public Service Commission  
101 Executive Center Drive  
Columbia, SC 29210

RE: Application of Zone Telecom, LLC for a Certificate of Public Convenience and Necessity to Provide Basic Resold Local Telecommunications Services for Local Service Offerings to be Regulated in Accordance with Procedures Authorized for NewSouth Communications in Order No. 98-165 in Docket No. 97-467-C in the State of South Carolina

Dear Ms. Boyd:

Enclosed please find for filing the Application of Zone Telecom, LLC for a Certificate of Public Convenience and Necessity to Provide Basic Resold Local Telecommunications Services for Local Service Offerings to be Regulated in Accordance with Procedures Authorized for NewSouth Communications in Order No. 98-165 in Docket No. 97-467-C in the State of South Carolina. A motion for protective treatment of the financials and the financials which are being filed under seal are being filed and served by separate correspondence. By copy of this letter, I am serving the Office of Regulatory Staff.

If you have any questions or if I may provide you with any additional information, please do not hesitate to contact me.

Sincerely,

  
Elliott & Elliott, P.A.

Scott Elliott

SE/mjl

Enclosures

cc: C. Dukes Scott, Esquire w/enc.  
Judith A. Riley (via email w/out enc.)  
Matt W. Dean (via email w/out enc.)

**BEFORE**  
**THE PUBLIC SERVICE COMMISSION OF**  
**SOUTH CAROLINA**

In Re: )  
Application of **Zone Telecom, LLC** for a )  
Certificate of Public Convenience and )  
Necessity for Authority to Provide Resold )  
Local Telecommunications Services for local )  
service offerings to be regulated in accordance )  
with procedures Authorized for NewSouth )  
Communications in Order No. 98-165 in Docket )  
No. 97-467-C; in the State of South Carolina )

DOCKET NO. \_\_\_\_\_

Zone Telecom, LLC (hereinafter "Applicant" or "Zone" or "Company" or "Applicant"), pursuant to S.C. Code Ann. §58-9-280(B), as amended, and Section 253 of the Telecommunications Act of 1996, respectfully submits this Application for a Certificate of Public Convenience and Necessity for Authority to Provide Basic Resold Local Telecommunications Service in the State of South Carolina. In addition, Applicant requests that the Commission regulate its resold Local Service offerings in accordance with procedures authorized for NewSouth Communications in Order No. 98-165 in Docket No. 97-467-C.

The Applicant proposes to provide resold local telecommunications services throughout all Counties of the State of South Carolina. The Company will provide hosted iPBX to business-class subscribers by way of VoIP technology, using multiple interfaces including Cable Modem, DSL, Ethernet, MPLS, and others. Private Internet connections will also be made available. In some cases, Applicant will resell the local access circuit extending from the customer's premises to the Point of Presence. Applicant's traditional voice services such as local dial tone, access to 911, e911, Directory Assistance, and Operator Services will be available only by way of VoIP delivery. The Company respectfully requests waivers for the requirements made of traditional telephony providers with regard to e911, 911, Directory Assistance, and Operator Services. The Company does not propose to offer any residential services.

When a customer orders service from the Applicant, the underlying carrier of least cost for the service area is determined and a service order is placed. The Company has no technical facilities or technicians in South Carolina. All installation is performed as a function of the underlying carrier. The Company will have Interconnection Agreements, Wholesale Services Contracts, and/or purchase wholesale services from Wholesale Tariffs on file in the jurisdictions that allow for such provisions. All Interconnection Agreements and Wholesale Agreements will be filed according to the jurisdiction's rules and regulations upon such time as authority is awarded. The carriers the Company will utilize in the State of South Carolina are to be determined after authority is granted. The Company provides services nationwide. The Company has numerous agreements with multiple carriers depending on the geographic location of the underlying carrier's facilities.

In support of this Application, Applicant respectfully states as follows:

**1. The name and address of the Applicant are:**

Zone Telecom, LLC  
3130 Pleasant Run  
Springfield, IL 62711  
Telephone: (877) 366-2674  
Facsimile: (217) 698-0100  
Email: [regulatoryaffairs@anpisolutions.com](mailto:regulatoryaffairs@anpisolutions.com)  
Website: <http://www.zonetelecom.com/>

**2. All correspondence, notices, inquiries and other communications regarding this application should be sent to:**

Scott Elliott  
Elliott & Elliott, PA  
1508 Lady Street  
Columbia, SC 29201  
Telephone: 803-771-0555  
Facsimile: 803-771-8010  
[selliott@elliottlaw.us](mailto:selliott@elliottlaw.us)

Copy to: Judith A. Riley  
Regulatory Consultant  
PO Box 720128  
Oklahoma City, OK 73172-0128  
Telephone: 405-755-8177  
Facsimile: 405-755-8377  
Email: [jriley@telecompliance.net](mailto:jriley@telecompliance.net)

**3. Contact person regarding ongoing operations of the Company is:**

Joseph O'Hara, Chief Financial Officer  
3130 Pleasant Run  
Springfield, IL 62711  
Telephone: (217) 698-2860  
Facsimile: (217) 698-0100  
Email: [regulatoryaffairs@anpisolutions.com](mailto:regulatoryaffairs@anpisolutions.com)

**4. Description of Applicant**

Applicant is a limited liability company organized in the state of Delaware on June 13, 2000. A Certificate of Good Standing and Zone's Authority to Transact Business in the State of South Carolina are attached as **Exhibit A**.

Applicant was awarded a Certificate of Public Convenience and Necessity on May 7, 2001, in Docket No. 2000-443-C (Order No. 2001-405) to provide Resold Intrastate Interexchange and Private Line Telecommunications Services with Alternative Regulation of its Interexchange Services offerings. Applicant is now requesting to expand its authority to include local exchange telecommunications services in the capacity described previously.

**5. Officers and Directors and Legal Counsel**

Please refer to **Exhibit B**

**6. Customer Service**

Applicant understands the importance of effective customer service for its consumers. Applicant has made arrangements for its customers to call the Company at its toll-free customer service number, (877) 366-2674. In addition, Customers may contact the Company in writing at the headquarters address and via e-mail at [customerservice@anpisolutions.com](mailto:customerservice@anpisolutions.com). The toll-free number will be printed on the customers' monthly billing statements.

**7. Financial Ability**

Applicant has sufficient financial resources to operate in South Carolina. In support of the Company's financial ability to provide the proposed services, the Applicant offers its financial statements in **Exhibit C**.

**8. Managerial and Technical Ability**

**Exhibit D** contains a brief overview of the managerial experience of Applicant. The Company has the managerial experience in the telecommunications industry that will allow it to be successful in providing Interexchange and competitive local exchange telecommunications services.

**9. Proposed Service Territory**

Applicant proposes to offer Resold Local Exchange Telecommunications Services throughout the State of South Carolina. **Exhibit E** contains the proposed Local Exchange tariff of Applicant.

**10. Public Interest and Need**

Approval of this application and Applicant's proposed tariff will serve the public interest and offer several benefits to consumers in South Carolina. First and foremost, Applicant will offer its Customers the ability to have seamless service for intrastate, interstate and international services. The granting of Applicant's application is consistent with S.C. Code Ann. §58-9-280(B), as amended by 1996 Act No. 354, and, in that regarding Applicant makes the following representations to the Commission:

- A. Applicant possesses the technical, financial, and managerial resources sufficient to provide the services requested;
- B. Applicant, to the extent it is required to do so by the Commission, will participate in the support of universally available telephone service at affordable rates.

**11. Waivers and Regulatory Compliance**

Applicant requests that it be exempt from any financial recording rules or regulations that require a carrier to maintain its financial records in conformance with the Uniform System of Accounts ("USOA"). As a competitive provider, Applicant currently maintains its books and records in accordance with Generally Accepted Accounting Principles ("GAAP"). GAAP is used extensively by telecommunications carriers. Since Applicant utilizes GAAP, the Commission will have a reliable method by which to evaluate Applicant's operations. Therefore, Applicant requests to be exempt from any and all USOA requirements of the Commission.

In addition, Applicant requests a waiver of S.C. Reg. 103-610, and requests to be allowed to maintain its books and records at its headquarters location at 3130 Pleasant Run, Springfield, IL, 62711. In the event that the Commission finds it necessary to review Applicant's books, this information will be provided upon request to the Commission or Applicant will bear the expense of travel for the Commission staff to examine the books and records located outside of South Carolina. Applicant reserves the right to seek any regulatory waivers which may be required for Applicant to compete effectively within the states' local exchange and resale market.

Applicant hereby respectfully requests waiver of the requirement in of S.C. Ann. Regs. 103-631, to publish and distribute local exchange directories. Zone Telecom, LLC will make the appropriate arrangements with the incumbent local exchange carrier to include Zone customers in the LEC's directories. Zone will also ensure that customer service contacts are available in the LECs directories, and ensure that these directories are delivered to Zone customers.

This arrangement is a reasonable approach and will provide a direct benefit to customers of both Zone and the incumbent LEC, as it will provide for one directory with a universal listing of customer information. It would be an unnecessary burden on Zone to require publication and distribution of a separate directory to all customers located within each exchange area; and for efficiency, would include Zone Telecom's limited customer list in the existing directories of the established incumbent LEC, since nearly all customers would be customers of the incumbent LEC.

Applicant respectfully request that its local service offerings be regulated in accordance with procedures authorized for NewSouth Communications in Order No. 98-165 in Docket No. 97-467-C.

Applicant's local exchange service area will mirror the service area of the incumbent local exchange carrier; and therefore, Applicant respectfully requests a waiver of the map-filing requirement pursuant to S.C. Ann. Reg. 103-612.2.3.

This Application demonstrates that Applicant has the technical, financial and managerial resources to provide resold basic local telecommunications service within South Carolina. The granting of this Application will promote the public interest by increasing the level of competition in the telecommunications markets of the state. Competition of this nature will mandate that telecommunications providers will operate more efficiently and improve the overall service quality for consumers.



Approval of the Application of Zone Telecom, LLC will serve the public interest by offering consumers throughout the State of South Carolina a meaningful quality service option. Approval of this Application will also benefit consumers by creating greater competition in the telecommunications marketplace. Competition in the telecommunications marketplace inspires innovation and development of services that meet customer needs cost effectively.

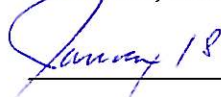
Wherefore, Applicant respectfully petitions this Commission for a Certificate of Public Convenience and Necessity for Authority to provide basic resold local telecommunications services in the State of South Carolina and for its resold Local Service offerings to be regulated in accordance with procedures authorized for NewSouth Communications in Order No. 98-165 in Docket No. 97-467-C and for such other relief as it deems necessary and appropriate.

Elliott & Elliott, PA

By 

Scott Elliott  
1508 Lady Street  
Columbia, SC 29201  
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E-Mail: [selliott@elliottlaw.us](mailto:selliott@elliottlaw.us)  
Attorneys for Applicant

Columbia, South Carolina

 , 2013

## CERTIFICATE OF SERVICE

The undersigned employee of Elliott & Elliott, P.A. does hereby certify that she has served below listed parties with a copy of the pleading(s) indicated below by mailing a copy of same to them in the United States mail, by regular mail, with sufficient postage affixed thereto and return address clearly marked on the date indicated below:


RE: Application of Zone Telecom, LLC for a Certificate of Public Convenience and Necessity to Provide Basic Resold Local Telecommunications Services for Local Service Offerings to be Regulated in Accordance with Procedures Authorized for NewSouth Communications in Order No. 98-165 in Docket No. 97-467-C in the State of South Carolina

DOCKET NO.: 2013-\_\_ -C

PARTIES SERVED: C. Dukes Scott, Esquire  
Office of Regulatory Staff  
1401 Main Street, Suite 900  
Columbia, SC 29201

PLEADING: APPLICATION

January 22 , 2013

  
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Marcia W. Walters, Legal Assistant